WHERE FARM TRACTOR HORSEPOWER WENT IN 1979

By Bill Fogarty

LOVERS of baseball statistics don't mind when others deride them for combing the box scores or looking up averages in yearbooks and encyclopedias. They know that each one of those numbers stacked beside various names, abbreviations and symbols represents real, live base hits, strikeouts, stolen bases, double plays. With good numbers, you can trace a player's season or career through all its ups and downs. It's sort of like being there.

Did you know there are also lovers of farm equipment statistics? Far from being dry, dull, unimaginative people, they (we) know and appreciate the action, struggle and change these numbers represent. It, too, is like being there.

The recent arrival from the Farm & Industrial Equipment Institute of its complete 1979 report on retail sales activity provided us with a chance to examine some of the changes going on in the area of farm tractor sales.

Actually, the bottom line of the 1979 tractor sales report doesn't look vastly different from those of the two previous years (*i.e.*, since FIEI stopped public reports of under-40-hp unit sales): 138,990 tractors sold in 1979; 139,607 sold in 1978; 130,912 sold in 1977.

Four-wheeler changes

The four-wheel-drive market has changed in more ways than one in recent years. Sales slumped from 1976's 10,511 to 7,687 in 1977, were at 8,744 in 1978 and rebounded to a new high of 11,455 in 1979. In addition to this up-and-down movement, we had substantial horizontal action.

Sales of these tractors have always been substantial in Great Plains areas such as North Dakota and Montana, but now they are substantial and rising in places like Iowa, Indiana, Ohio and Wisconsin. The major thrust of the 1979 sales increase was in the under-200-horsepower category.

When four-wheel-drive tractor sales were suffering in 1977 and 1978, manufacturers were laboring to hold inventories down in this area particularly. (Consider what it costs a manufacturer to have, say, 1,000 big tractors in inventory, each having cost $30,000 to build. With real interest rates at around 20 per cent, that would cost $6 million!) Year-end stocks of four-wheelers over the past four years were:

(More...)

Farm Tractor HP

(continued)

1976—4,998; 1977—5,538; 1978—4,723; 1979—6,098. As with sales, last year's buildup was most notable in the under-200-hp category.

Industry watchers we have talked to attribute much of this movement to International Harvester's introduction in early 1979 of its "2+2" series of four-wheel-drive tractors, the 3388 and 3588.

Two-wheeler changes

When I&T began reviewing shifts in sales volumes from one horsepower bracket to another among two-wheel-drive tractors, we were drawn to the amount of movement in recent years within the 100- to 140-horsepower area.

From 1976 through 1979, tractor sales in this range didn't vary much, running from about 43,300 to 41,000 units. And tractor sales in the 100-119 horsepower bracket stayed at 15,000 to 16,000 annually.

But the 120-129-hp bracket has been vacated quite drastically! It counted for 20,000 sales in 1976, 12,700 in 1977—and then less than 4,000 in 1978 and 1979. Correspondingly, the 130-139-hp bracket became vastly more significant. Volume went from 6,400 in 1976 to 14,000 in 1977, to 23,800 in 1978 and 22,000 in 1979.

What happened? Did farmers make a massive leap ahead in powering their operations? No. Farmers' increases in horsepower are, nationally, a very gradual affair. Rather, International Harvester in late 1976 introduced its 1086 at 131 pto horsepower, replacing the 1066 (126 hp). Twelve months later, Deere & Co. introduced the 4440 (131 hp) succeeding the 4430 (126 hp).

We mention it to demonstrate the significant impact that these

(Continued on page 26)

State	40-49	50-59	60-69	70-79	80-89	90-99	100-119
Alabama	717	361	272	136	285	54	264
Arizona	75	36	56	46	74	26	113
Arkansas	848	407	301	69	141	23	126
California	668	794	1,045	490	487	84	329
Colorado	101	79	94	28	62	20	98
Connecticut	34	37	52	17	15	5	12
Delaware	26	35	48	4	25	.....	35
Florida	403	288	522	248	298	60	181
Georgia	761	330	409	212	319	67	301
Idaho	70	102	138	33	139	31	163
Illinois	311	310	477	319	393	78	808
Indiana	273	301	362	195	346	35	521
Iowa	147	215	619	382	654	159	1,562
Kansas	127	118	217	131	225	89	616
Kentucky	1,130	959	671	336	448	60	240
Louisiana	536	241	272	92	106	21	125
Maine	50	51	41	9	22	5	33
Maryland	161	105	125	42	85	31	114
Massachusetts	26	43	41	9	9	7	6
Michigan	332	364	426	194	308	79	392
Minnesota	126	245	742	321	625	136	1,150
Mississippi	611	332	272	128	252	23	203
Missouri	566	582	697	334	519	106	581
Montana	55	75	113	48	109	21	139
Nebraska	44	61	169	67	265	119	880
Nevada	13	21	15	3	19	1	13
N. Hampshire	55	38	24	5	7	4	5
New Jersey	68	50	47	18	51	3	23
New Mexico	86	46	27	21	23	6	62
New York	330	351	577	203	423	85	394
North Carolina	1,092	538	513	255	513	68	306
North Dakota	33	45	70	42	85	30	371
Ohio	519	498	594	246	470	88	613
Oklahoma	569	251	246	99	225	68	453
Oregon	313	259	167	64	114	26	116
Pennsylvania	340	375	489	144	376	65	316
Rhode Island	10	6	5	1	2	1	1
South Carolina	455	228	214	148	173	27	133
South Dakota	22	43	135	58	159	59	587
Tennessee	1,026	622	429	220	337	50	270
Texas	1,990	985	934	482	732	101	788
Utah	84	141	121	29	99	18	93
Vermont	39	75	100	31	73	5	31
Virginia	742	415	358	140	299	45	218
Washington	510	458	205	47	120	29	79
West Virginia	257	153	94	20	40	5	15
Wisconsin	206	479	1,167	498	852	125	1,063
Wyoming	26	57	52	21	54	12	67
Alaska	7	13	3	.....	1	.....	.....
Hawaii	25	8	7	3	1	3	3
U.S. Government	29	.....	14	102	.....	7	2
Miscellaneous	11	6	.....	.....	1	5	8
TOTAL	**17,055**	**12,632**	**14,788**	**6,790**	**11,460**	**2,275**	**15,022**

Turn page for:
FARM TRACTORS Makes & Models on the 1980 North American Market

1979 Retail Sales of Farm Wheel Tractors by PTO Horsepower and State

(in units)

Two-Wheel-Drive Tractors							Four-Wheel-Drive Tractors					
120-129	130-139	140-149	150-159	160-179	180 & over	Total 2-Wheel Drive	Under 200	200-249	250 & over	Total 4-Wheel Drive	All Farm Wheel Tractors	State
40	285	50	81	51	58	2,654	16	20	12	48	2,702	Alabama
16	87	17	52	24	65	687	23	64	23	110	797	Arizona
62	495	209	372	227	428	3,708	58	196	51	305	4,013	Arkansas
63	296	48	140	95	136	4,675	111	222	80	413	5,088	California
25	233	46	104	47	72	1,009	77	78	29	184	1,193	Colorado
1	10	2	1	1	.....	187	2	.....	.....	2	189	Connecticut
11	31	3	7	5	6	236	5	11	3	19	255	Delaware
18	132	17	30	25	25	2,247	29	57	8	94	2,341	Florida
90	633	123	164	91	163	3,663	7	31	16	54	3,717	Georgia
56	189	53	75	20	14	1,083	63	87	30	180	1,263	Idaho
241	1,858	428	568	439	490	6,720	404	388	139	931	7,651	Illinois
154	1,046	224	291	260	270	4,278	235	231	106	572	4,850	Indiana
348	2,732	741	546	398	364	8,867	408	311	85	804	9,671	Iowa
286	1,095	200	379	318	361	4,162	285	321	56	662	4,824	Kansas
37	260	29	73	52	74	4,369	52	48	10	110	4,479	Kentucky
38	227	178	205	173	312	2,526	60	112	32	204	2,730	Louisiana
1	14	.....	1	.....	.....	227	2	.....	.....	2	229	Maine
17	66	19	13	9	13	800	17	14	11	42	842	Maryland
.....	2	.....	1	.....	.....	144	.....	.....	.....	.....	144	Massachusetts
75	491	75	80	78	65	2,959	154	112	31	297	3,256	Michigan
238	1,520	278	318	234	174	6,107	530	361	98	989	7,096	Minnesota
53	438	137	358	232	321	3,360	36	85	60	181	3,541	Mississippi
208	878	185	238	178	203	5,275	122	127	51	300	5,575	Missouri
51	150	19	57	31	43	911	178	193	76	447	1,358	Montana
215	1,418	394	359	218	209	4,418	164	138	40	342	4,760	Nebraska
.....	20	.....	12	2	4	123	7	2	2	11	134	Nevada
.....	5	.....	.....	1	.....	145	1	.....	.....	1	146	N. Hampshire
4	23	7	3	6	3	306	8	.....	1	9	315	New Jersey
6	93	9	21	16	20	436	11	14	2	27	463	New Mexico
45	243	33	24	17	11	2,736	99	34	11	144	2,880	New York
57	287	82	77	66	91	3,945	34	25	18	77	4,022	North Carolina
188	749	204	238	172	194	2,421	477	517	147	1,141	3,562	North Dakota
144	768	187	133	155	161	4,576	213	163	52	428	5,004	Ohio
147	752	92	172	176	134	3,384	180	247	35	462	3,846	Oklahoma
22	112	24	35	22	10	1,284	57	30	14	101	1,385	Oregon
46	180	24	17	24	14	2,407	30	13	4	47	2,454	Pennsylvania
.....	.....	.....	.....	.....	.....	26	.....	.....	.....	.....	26	Rhode Island
29	192	40	56	39	71	1,805	18	17	11	46	1,851	South Carolina
142	681	131	156	112	67	2,352	205	123	32	360	2,712	South Dakota
55	409	81	131	93	158	3,881	23	31	29	83	3,964	Tennessee
262	1,881	493	502	481	512	10,143	243	302	96	641	10,784	Texas
16	57	10	13	7	5	693	8	8	2	18	711	Utah
5	23	7	.....	5	.....	394	10	.....	.....	10	404	Vermont
29	157	25	20	20	27	2,495	7	8	6	21	2,516	Virginia
7	112	10	49	12	11	1,649	71	98	33	202	1,851	Washington
3	6	.....	1	.....	.....	594	.....	.....	.....	.....	594	West Virginia
185	736	158	111	85	103	5,768	183	68	31	282	6,050	Wisconsin
17	76	11	13	8	5	419	20	16	7	43	462	Wyoming
1	.....	.....	.....	2	.....	27	.....	1	.....	1	28	Alaska
.....	.....	1	1	.....	.....	52	.....	.....	4	4	56	Hawaii
.....	1	.....	.....	.....	.....	155	.....	.....	.....	.....	155	U.S. Government
.....	7	2	3	1	1	45	1	2	1	4	49	Miscellaneous
3,754	**22,156**	**5,106**	**6,301**	**4,728**	**5,468**	**127,535**	**4,944**	**4,926**	**1,585**	**11,455**	**138,990**	**TOTAL**

DATA: Farm & Industrial Equipment Institute. Figures do not include garden tractors, motor tillers, or contractor's off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland, Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; Roma Industries; Steiger; Versatile; R. M. Wade (Satoh); and White. Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Farm Tractor HP

(*Continued from page 16*)

two companies have on the U.S. market for big tractors.

Power alley

The farm tractor industry is certainly a global one and most manufacturers are hopeful of getting at least a toehold in all the markets of the world. But if one focuses on the big tractor market, *i.e.*, where tractors of over 100 horsepower are sold, an amazingly compact area soon becomes apparent.

Last year, according to the FIEI data, 73,990 tractors of over 100 hp, both two-wheel and four-wheel-drive types, were sold in the U.S., and over 58 per cent of them were bought by farmers in 10 states. About 38 per cent of them were sold in five states.

The 10 states and their 1979 sales totals on farm tractors of 100 horsepower and more are:

Iowa—7,495; Illinois—5,763; Texas—5,560; Minnesota—5,001; Nebraska—4,035; Kansas—3,917; Indiana—3,438; Missouri—2,771; Wisconsin—2,723; Ohio—2,589. □

industry in motion

Stanley O. Eaton has been named general manager of the **Allis-Chalmers Corp. Implement Div.**, which includes plants in LaPorte, Ind., and Oxnard, Calif.

Lewis S. Armstrong, president, **Lockwood Corp.**, Gering, Neb., has announced the appointment of Eugene J. Haupt as vice-president, engineering.

Danny Sibley has been appointed chief engineer at **Amco Products,** Yazoo City, Miss.

Vicon Farm Machinery, Inc., Chesapeake, Va., is preparing to unveil a new line of farm equipment in August, according to a Vicon spokesman. "It represents a new dimension in farm machinery," he asserted.

Austin Products, Inc., Dallas, Texas, has named James P. Spalding to the position of vice-president, distribution. Previously, he was materials manager with the Athens Plow Div. of Austin and assistant to the president.

Dewey Pry has been named manager of the midwest branch for **Long Mfg. N.C. Inc.,** according to Charles Gregory, executive vice-president and general manager. Pry has been with Long since 1971 and was previously sales manager of the midsouth branch in Memphis, Tenn. Long's midwest branch is located in Davenport, Iowa.

Mark S. Denton has been named director of marketing for **Pierce Corp.,** a manufacturer of irrigation systems and fittings, headquartered in Eugene, Ore.

Mike Arkell has joined **Neapco, Inc.,** Pottstown, Pa., as national sales manager, Automotive & Agricultural Aftermarket Div.

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May 7, 1980
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What an I&T survey reveals page 6

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May 7, 1980 • Vol. 95 • No. 11

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

6: **Dealership Management Succession.** An I&T survey of dealer subscribers shows about half are planning for the immediate family to carry on the business after they're gone. Most of the rest have other plans for business perpetuation, but we think we have good reason to wonder how many of these plans have a solid foundation.

16: **How Have IH Dealers Been Living with the Strike?** Though, in the large sense, all IH dealers we contacted were in the same boat, not all were suffering equally. Depending on geography and their state of preparedness last October, some were well-stocked six months later, some were empty-handed. But almost all were apprehensive, and all were consoled with the thought that the strikers were probably suffering as much or worse than themselves.

24: **Good (Profitable) Service Takes More Than Technical Know-How.** It takes the most modern repair equipment and tight organization all down the line: from the time the truck driver picks up a unit, to when the serviceman, parts and tools at hand, begins to apply his technical expertise.

44: **Shortliners in Spring,** rejoicing at sales so far in 1980, were bracing for a possible falling-off in the spring planting season. In the formal sessions of the FEMA Spring Management Clinic, shortliners brushed up on the whys and wherefores of employee compensation and learned a simple exercise for improving mental-physical coordination.

DEPARTMENTS

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (March 11, 1980)

ALLIS-CHALMERS TRACTORS

190 diesel, 1966 (Rough) 1300*
170 diesel, 1971 (Good) 3400
170 diesel, 1970 (Good) 3750
D17 LP, 1959 (Fair) 600
WD, 1952 (Fair) 350*
CA, cult., plt., plow, 1953 (Good) 925
C, cult., plow, 1948 (Good) 425*
C, 1944 (Rough) 200*
B, 1939 (Fair) 375*

CASE TRACTOR

770 diesel, 1970 (Good) 5000

DAVID BROWN TRACTORS

995 diesel, 1975 (Good) 3525
990 diesel, 1968 (Good) 1875
990 diesel 1968 (Good) 2000

MASSEY-FERGUSON TRACTORS

1155 diesel, 1973 (Good) 11,300
1100 diesel, 1967 (Good) 4650
1085 diesel, cab, 1976 (Good) 6700*
1085 diesel, 1974 (Good) 6450
1080 diesel, 1972 (Good) 3900
255 diesel, 1976 (Excellent) 6500
255 diesel, 1976 (Good) 5500
235 diesel, 1975 (Good) 4400*
230 diesel, 1975 (Good) 4300
220, ldr., (Good) 2900*
180 diesel, 1968 (Fair) 3025
175 diesel, 1971 (Good) 4350
175 diesel, 1966 (Good) 3950*
165 diesel, 1973 (Good) 3800
165 diesel, 1970 (Fair) 3250*
165 diesel, 1968 (Rough) 1850
165 diesel, 1968 (Good) 3200
165 diesel, 1966 (Good) 3500*
135 diesel, 1970 (Good) 3100
135 diesel, 1967 (Good) 3500
135 diesel, 1967 (Good) 3000
135 diesel, 1967 (Fair) 2500
135 diesel, 1966 (Good) 2800
135 diesel, 1966 (Fair) 2450*
135, 1966 (Good) 3100
135 diesel, 1966 (Good) 3150*
65 diesel, 1963 (Good) 2150
50, 1960 (Good) 2500
50, 1958 (Good) 2000
40, backhoe, ldr., 1970 (Good) 2700
35, 1963 (Good) 2000
35, 1961 (Excellent) 2650
35, 1957 (Good) 1600
35, 1955 (Excellent) 2300
35, 1955 (Fair) 1500*
30 diesel, 1970 (Good) 3100*
TO30, 1953 (Rough) 600
TO30, 1952 (Good) 1150*
TO30, 1952 (Good) 950*
TO20, 1950 (Good) 850
TO20, 1950 (Excellent) 1600

FORD-FERGUSON TRACTORS

9N, 1946 (Good) 750
9N, 1944 (Fair) 575

FORD TRACTORS

9600 diesel, duals, 1975 (Excellent) 8700
7000 diesel '975 (Excellent) 7700*
7000 diesel, 1972 (Good) 6750
5000 diesel, 1975 (Excellent) 5950
5000 diesel, 1972 (Good) 4900*
5000 diesel, 1971 (Good) 4900*
5000 diesel, 1970 (Good) 5000*
5000 diesel, 1970 (Good) 5000
5000 diesel, 1969 (Good) 4700*
5000 diesel, 1969 (Good) 4900*
5000 diesel, 1968 (Good) 4800*
5000 diesel, 1967 (Fair) 3400
5000 diesel, 1966 (Good) 3925*
5000 diesel, 1966 (Good) 3775
4000 diesel, 1974 (Good) 3500
4000 diesel, 1974 (Good) 4325
4000 diesel, 1970 (Good) 3300*
4000 diesel, 1967 (Fair) 2500*
4000 diesel, 1966 (Good) 3200*
4000, 1966 (Good) 3100*
4000, 1966 (Fair) 2700
4000, 1963 (Fair) 1500
4000, 1963 (Good) 2250*
4000 diesel, 1963 (Good) 2000
4000 diesel, Select-O-Speed, 1963 (Fair) 1600
3400, ldr., 1967 (Fair) 2300*
3000 diesel, 1971 (Good) 3600*
3000 diesel, 1970 (Excellent) 4700*
3000 diesel, 1969 (Good) 3700*
3000, 1967 (Good) 3075
3000 diesel, 1966 (Excellent) 3600
3000 diesel, 1966 (Good) 3100
3000, 1966 (Good) 3000*
2000 diesel, 1966 (Good) 2500
2000, ldr., 1963 (Excellent) 3200
2000, 1963 (Good) 2400*
2000, 1963 (Fair) 1500
851, 1958 (Fair) 1300
850, 1956 (Good) 1600
850, 1955 (Good) 2050*
850, 1955 (Good) 2150*
841 diesel, 1958 (Good) 1700
841 diesel, 1958 (Good) 1750
841, ldr., 1958 (Fair) 1900
841 diesel, 1958 (Excellent) 2300
841 diesel, 1958 (Good) 1925
660, 1957 (Good) 1900
641, 1961 (Excellent) 2925
641, 1960 (Good) 1900*

641, 1959 (Fair) 1200
641, 1959 (Good) 2000
641, 1958 (Good) 1750
640, 1956 (Good) 2150
640, 1956 (Good) 2150
640, 1955 (Good) 1700
640, 1955 (Good) 1750*
621, 1960 (Good) 2250
541, 1958 (Good) 1200
NAA, 1954 (Good) 1700
NAA, 1954 (Good) 1850
NAA, 1954 (Good) 1675*
Jub., 1953 (Good) 1500*
Jub., 1953 (Good) 1550
Jub., 1953 (Good) 1475*
Jub., 1953 (Good) 1500*
Jub., 1953 (Excellent) 2000
8N, 1951 (Excellent) 1650
8N, 1951 (Good) 950*
8N, 1951 (Excellent) 1650
8N, 1951 (Excellent) 1700
8N, 1949 (Rough) 675
8N, 1948 (Good) 1025*
8N, 1948 (Good) 1400
8N, 1948 (Good) 1050*
8N, 1948 (Good) 1150

INTERNATIONAL HARVESTER TRACTORS

1466 diesel, 1971 (Good) 8300
1066 diesel, 1974 (Fair) 5250*
1066 diesel, duals, 1973 (Good) 9000
1066 diesel, 1972 (Good) 8000
826 diesel, 1971 (Good) 6750
756 diesel, duals, cab, 1970 (Good) 5050
706 diesel, 1967 (Good) 3700*
706 diesel, 1965 (Good) 3400*
674 diesel, 1974 (Excellent) 6000*
674 diesel, 1973 (Good) 5100*
656 diesel, 1971 (Good) 4300
544 diesel, 1973 (Fair) 1650*
544 diesel, 1968 (Excellent) 3950
544, 1968 (Good) 2400*
504 diesel, 1962 (Good) 1075*
444 diesel, 1970 (Fair) 2300*
340, 1961 (Rough) 825
330, 1957 (Good) 900
300, 1955 (Fair) 400
M, 1946 (Fair) 300
H, 1946 (Good) 450
H, cult., plt., 1942 (Fair) 250
Sup. C, 1953 (Good) 825
140, cult., plt., plow, 1960 (Good) 1900*
100, cult., plt., 1955 (Good) 1700
Sup. A, cult., plow, 1950 (Fair) 1100*
154 Cub Loboy, mo., 1973 (Good) 1475*
Cub, cult., plt., plow, har., 1968 (Excellent) 4000
Cub, cult., plt., 1950 (Good) 1300
Cub, 1949 (Good) 950

JOHN DEERE TRACTORS

8630 diesel, duals, cab, 1976 (Good) 27,000*
4430 diesel, 1975 (Excellent) 16,100
5020 diesel, 1970 (Good) 6650
5020 diesel, 1967 (Good) 6000
4020 diesel, 1968 (Good) 5050
4010 diesel, 1962 (Good) 4200*
4010, 1962 (Excellent) 5000
4010 diesel, 1961 (Fair) 3350
4010 diesel, 1961 (Fair) 3475*
3020 diesel, 1968 (Good) 5300*
3020 diesel, 1966 (Good) 4150*
3020 diesel, 1965 (Good) 5200*
3010 diesel, 1961 (Fair) 2050
2240 diesel, 1976 (Good) 6700
2040, 1977 (Good) 4400*
2040 diesel, 1976 (Good) 4900*
2020, 1967 (Good) 3300
2010, 1963 (Good) 1500
1520, 1970 (Excellent) 4000
1020 diesel, 1972 (Excellent) 3575*
1020 diesel, 1970 (Good) 2950
1020, 1970 (Good) 2950
1020 diesel, 1969 (Excellent) 3675
1020, 1967 (Good) 2900*
1010, 1962 (Good) 1400
950 diesel, (Good) 4450
420, 1957 (Good) 1000
60, plow, 1954 (Good) 550
R, 1950 (Rough) 325
M, 1951 (Fair) 350

KUBOTA TRACTORS

B6000, cult., plt., plow, 1979 (Good) 2150
185, cult., plt., plow, har., 1979 (Excellent) 4200

LONG TRACTORS

550 diesel, 1977 (Good) 2450*
4/65 diesel (Good) 750
460 diesel, 1975 (Excellent) 4600
384 diesel, 1971 (Good) 2300
360 diesel, bld., 1978 (Good) 2000

MASSEY-HARRIS TRACTORS

50 LP, 1957 (Good) 1600*
44, 1951 (Rough) 150*

OLIVER TRACTORS

1850 diesel, 1967 (Good) 3650
1650 diesel, 1965 (Good) 3000
1465 diesel, 1975 (Good) 3900*
1365 diesel, 1972 (Good) 2250
1250, 1965 (Good) 1550*
550 diesel, 1959 (Fair) 750
55, 1956 (Fair) 700

NOTES

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.